

EX-IM BANK COOPERATIVE INSURANCE AGREEMENTS WITH FOREIGN EXPORT CREDIT AGENCIES

The Export-Import Bank of the United States (Ex-Im Bank) is the official export credit agency (ECA) of the United States Government and provides financing support for the export of U.S. goods and services. It does so through loan, guarantee and credit insurance programs. Ex-Im Bank has requirements regarding the minimum amount of U.S. content in the transactions for which it will provide support. For full cover on transactions with repayment periods of up to 180 days, Ex-Im Bank typically requires that at least 50% of the value of the transaction, exclusive of mark-up, be of U.S. origin. For transactions with medium-term repayment periods, at least 50% of the value, exclusive of mark-up, must be of U.S. origin and cover will be provided for only the U.S. portion up to 85% of the contract value. Ex-Im Bank recognizes that many transactions involve foreign as well as U.S. content. Therefore, it has entered into cooperative insurance agreements with the ECAs of certain foreign governments. These agreements may be used when the non-U.S. content in an export sale exceeds the maximum allowable for Ex-Im Bank support or when Ex-Im Bank can not provide cover for the entire contract value due to foreign content.

	REINSURANCE	JOINT INSURANCE	COOPERATIVE AGREEMENT
CANADA (EDC)	X		
CZECH (EGAP)			X
FINLAND (FINNVERA)		X	
FRANCE (COFACE)	X	X	
HUNGARY (Eximbank/MEHIB)			X
JAPAN (EID/MITI)			X
MEXICO (BNCE)	X		
POLAND (KUKE)			X
ROMANIA (Eximbank)	X	X	
SWEDEN (EKN)		X	
SWITZERLAND (ERG)		X	
TURKEY (Turk Eximbank)			X

Two factors are common to all these agreements. First, each of the ECAs reserves the right to approve or deny an application for support based on its own evaluation of the credit and political risks of a transaction. Second, these agreements are only used to provide support for exports to a third nation. The applicant may be asked to complete a "Content Report" describing the composition of the transaction. Each ECA reserves the right to refuse to use an agreement for a specific transaction due to such factors as conflict with internal policies, rate of compensation, adverse economic or environmental impact, or the existence of competition with 100% domestic content. The agreements will not apply to multibuyer type policies with discretionary credit limits due to different country cover positions amongst the ECAs. Definitions of the types of agreements are as follows:

REINSURANCE: An exporter may apply to either of the ECAs for an export credit insurance policy to cover the entire transaction. The applicant notes that, although the domestic content requirements of the ECA may not be met, the reinsurance agreement may be used. The insuring ECA will apply to the reinsuring ECA to cover that portion of the transaction which originates in the reinsurer's country.

JOINT INSURANCE: The exporters from the two cooperating countries apply to their respective ECAs for export credit insurance on their respective portions of a transaction. Support will be provided conditioned on issuance of cover by both ECAs. This type of agreement is used only when the payment to a subcontractor is conditioned upon receipt of payment from the third country obligor by the principal contractor in another country. Credit risk between the contractor and subcontractor is not covered under the agreement but may be covered separately from the agreement.

COOPERATIVE AGREEMENT: No operating agreement exists but a general agreement to cooperate and to consider joint support for exports to third countries has been signed. Applications would require negotiation of an operating agreement.

**General Information on Ex-Im Bank Loan, Guarantee and Insurance Programs:
Business Development Group, Washington, D.C. 1-800-565-3946 Internet <http://www.exim.gov>**

**Information on Ex-Im Bank Insurance Policies:
Ex-Im Bank Regional Offices:**

New York (212) 466-2950
Chicago (312) 353-8041
Miami (305) 527-7425
Houston (281) 721-0465
Los Angeles (562) 980-4580
Washington, DC (202) 565-3902
Orange County, CA (949) 660-1688 ext 150
San Jose, CA (408) 271-7300 ext 104

Information on Foreign Export Credit Agencies:

Canada	Export Development Corp Ottawa, Daniel Primeau (613) 598-2927
Czech	Export Guarantee and Insurance Corporation Prague (422) 389-2100
Finland	Finnvera, PLC Helsinki (358) 204-6011
France	Compagnie Francaise d'Assurance pour le Commerce Exterieur Paris, Helene Baudry (33-1) 49-02-10-25
Hungary	Hungarian Export-Import Bank, Budapest Hungarian Export Credit Insurance Ltd., Budapest (361) 269-1197
Japan	Export-Import Insurance Division of the Ministry of International Trade and Industry New York, NY, U.S.A. (212) 819-7769
Mexico	Banco Nacional de Comercio Exterior, S.N.C. Mexico City, (52-5) 652-4299
Poland	Export Credit Insurance Corporation of the Republic of Poland Warsaw (4822) 27 35 83
Romania	EXIMBANK of Romania Bucharest, Ilinca Popescu 401 312 4233
Sweden	Exportkreditnämnden Stockholm, Bo E. Thome (46-8)-701-00-84
Switzerland	Exportrisikogarantie Zurich, Peter Silberschmidt (41-1) 01-384-47-77
Turkey	Export Credit Bank of Turkey, Inc. Ankara (90 4) 118 44 13

U.S. AND _____ CONTENT REPORT

For Use with Ex-Im Bank / Foreign Export Credit Agency Insurance Agreement

A. Total Contract

EXPORTER NAME: _____

BUYER NAME: _____

[] or [] U.S.

44444444444444444444444444444444

PRODUCT: _____

of Export _____

01 Contract Price

U.S.

CURRENCY

Other

Description

Total

B.a.+ C.a.

B.b.+ C.b.

B.c.+ C.c.

02 Materials

Provide separate listing (B. and C.) for "Description of goods/services" indicating "Supplier Name & Location"; "cost" in same currency as indicated above, _____ or U.S. Content for suppliers whose major subcontracts exceed the lesser of \$50,000, or 10% of the total export contract price, add to the total minor contracts to show "Total Value for each box".

+

+

=

03 Direct Labor Costs

In the appropriate box by country and total, indicate the total value applicable to _____, U.S., or Other.

+

+

=

04 Other Costs

Declare applicable _____ or U.S. engineering and development costs, general administration, overhead, selling costs, and any _____ or Ex-Im Bank charges.

+

+

=

05 Shipping Costs

Shipping costs include export packing costs, wharfage, stevedoring, and other transportation costs included in the export contract.

+

+

=

I Ex-Im Bank Foreign Content Calculation

Add 2 through 5 to determine percentage of US content

a) Value

+

+

=

b) Percent

%

+

%

+

%

=

06 Profit or Loss Before Taxes

+

+

=

0 7 Foreign Selling Costs

=

Note the total value of any fees and commissions relating to the transaction which are payable to parties outside the U.S. and _____.

II **Insurance Agreement Calculation**

Add Ia, 6 and 7 to determine the amount of support required of each ECA

a) Value:

+

+

=

The sum of the "Total" column equals the amount reported on line 01.

b) _____ and U.S. Content Ratio. Percent:

%

+

%

+

%

= 100%

~~444444~~

Certification by Authorized Signing Officer

I, _____ of _____
Name in Block Letters Company Name

Company Address Telephone No. Fax No. E-Mail
have examined the information included in this _____ and U.S. Content Report, and certify that it:

☐ is a correct and complete preliminary report, or ☐ is a correct and complete final report;
and that it has been prepared according to generally accepted accounting principles. By signing below, the company agrees to give _____ or Ex-Im Bank access to its lands, premises, books and records should _____ or Ex-Im Bank need to verify _____ or U.S. content, and agrees to retain all documentation relating to the transaction for two years after final payment under the contract.

Signature

Title

Date

Company contact for _____ or Ex-Im Bank queries relating to information on this Report:
Name Title

Phone:
Fax:
E-Mail:

CONTENT REPORT
B. FOREIGN COMPONENTS
INDIVIDUAL MAJOR CONTRACTS AND TOTAL MINOR CONTRACTS BY _____, U.S.
AND OTHER CATEGORIES ON ITEM A.02 - MATERIALS

Date: _____

This section is to be completed by exporters submitting for the first time a Content Report relating to goods/services being exported with _____ or Ex-Im Bank support.

Please list below all _____, U.S. and Other (non U.S. or _____) suppliers. If a Supplier's Major Subcontractor exceeds the lesser of \$50,000 or 10 percent of your total export contract price (A01) list separately.

Non US Supplier name, Address, Contact, Telephone and Duns Nos.	Description of Goods/Services	Content	
		Amount	%
		_____ US: OTHER:	
		TOTAL:	100%
		_____ US: OTHER:	
		TOTAL:	100%

ADD ADDITIONAL PAGES IF NECESSARY

a. Total _____: _____%

b. Total US: _____%

c. Total Other: _____%

Grand Total 100%

CONTENT REPORT
C. US COMPONENTS
INDIVIDUAL MAJOR CONTRACTS AND TOTAL MINOR CONTRACTS BY _____, U.S.
AND OTHER CATEGORIES ON ITEM A.02 - MATERIALS

Date: _____

This section is to be completed by exporters submitting for the first time a Content Report relating to goods/services being exported with _____ or Ex-Im Bank support.

Please list below all _____, U.S. and Other (non U.S. or _____) suppliers. If a Supplier's Major Subcontractor exceeds the lesser of \$50,000 or 10 percent of your total export contract price (A01) list separately.

US Supplier name, Address, Contact, Telephone and Duns Nos.	Description of Goods/Services	Content	
		Amount	%
		_____ US: OTHER:	
		TOTAL:	100%
		_____ US: OTHER:	
		TOTAL:	100%

ADD ADDITIONAL PAGES IF NECESSARY

a. Total _____: _____%

b. Total US: _____%

c. Total Other: _____%

Grand Total 100%